

## Message Text

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UNCLAS ABU DHABI 2037

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SUBJ: COMMERCIAL REPORTING - BEST PROSPECTS

REF: CERP 1216, STATE A-3359

1. THE MOST FRUITFUL MARKETS IN UAE WILL CONTINUE TO BE CONSULTING AND CONSTRUCTION, BUT IT APPEARS TO US THAT WITHIN THESE FIELDS THE EMPHASIS HAS ALREADY BEGUN TO CHANGE. APPROXIMATELY 300 LARGE OFFICE AND APARTMENT BUILDINGS ARE NOW UNDER CONSTRUCTION IN ABU DHABI. NEW STARTS HAVE SLOWED IN RECENT MONTHS, AND WHEN THE BUILDINGS NOW UNDER CONSTRUCTION ARE COMPLETE THERE WILL BE A SHARP DROP IN BUILDING CONSTRUCTION ACTIVITY.

2. THE COMING EMPHASIS IN CONSULTING AND CONSTRUCTION WILL BE ON INDUSTRY. ADNOC IS PLANNING A MAJOR GAS GATHERING AND INDUSTRIAL PARK PROJECT FOR JEBEL DHANA. THE ABU DHABI DEPARTMENT OF PETROLEUM AND INDUSTRY HAS COMPLETED SOME LIGHT INDUSTRIAL PROJECTS AND IS INVESTIGATING THE FEASIBILITY OF SEVERAL MORE. THE UNCLASSIFIED

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ABU DHABI DEPARTMENT OF PLANNING IS STUDYING SEVERAL

INDUSTRIAL SCHEMES AS IS THE UAE DEVELOPMENT BANK.  
DUBAI IS DEVELOPING A LARGE ALUMINUM SMELTER PROJECT.

3. THERE WILL ALSO CONTINUE TO BE STRONG EMPHASIS ON DESIGN AND CONSTRUCTION OF INFRASTRUCTURE. TWO LARGE AIRPORTS, A MAJOR SEWAGE TREATMENT PLANT, AND TWO POWER PLANTS ARE TO BE CONTRACTED FOR WITHIN SIX MONTHS OR SO. THE JEBEL DHANNA INDUSTRIAL PARK PROJECT IS EXPECTED TO EMPLOY SOME 30,000 PEOPLE IN AN AREA WHERE TODAY THERE IS ONLY A SMALL FISHING VILLAGE. OBVIOUSLY THE ENTIRE INFRASTRUCTURE FOR A CITY OF 80,000 WILL HAVE TO BE DESIGNED AND CONSTRUCTED.

4. COMPETITION IN INDUSTRIAL CONSULTING AND COSTRUCTION IS INTENSE. JAPANESE, SWEDES, SWISS, GERMANS, FRENCH, BRITISH, KOREANS, ITALIANS, AND OTHERS ARE ALL HERE AND HUSTLING. IN ADDITION ARAB DESIGNERS AND CONTRACTORS ARE GETTING MORE AND MORE INVOLVED IN LARGE PROJECTS - THOUGH OFTEN U.S. FIRMS. UPDATED ABU DHABI PROJECTS LIST SHOWING WHO IS DOING WHAT IS PRESENTLY BEING PRINTED. COPY WILL BE FORWARDED IN FEW WEEKS AND SHOULD BE CONSIDERED PART OF THIS REPORT. TOTAL VALUE OF PROJECTS IN PROJECTS LIST WILL BE BETWEEN SEVEN AND EIGHT BILLION DOLLARS. HOWEVER, EMB HAS HEARD ESTIMATES FROM KNOWLEDGEABLE SOURCES THAT INVESTMENT IN MAJOR INFRASTRUCTURAL AND INDUSTRIAL PROJECTS MAY RUN AS HIGH AS 15 BILLION DOLLARS OVER THE NEXT FIVE YEARS.

5. EMB BELIEVES BEST PROMOTIONAL VEHICLE FOR CONSULTING AND CONTRACTING FIELDS WILL BE CALLS ON GOV'T OFFICIALS BY INDIVIDUALS U.S. FIRMS COUPLED WITH TIMELY RESPONSE TO GOVERNMENT TENDER INVITATIONS. FIRMS WHO MAINTAIN OFFICES IN UAE WILL OF COURSE HAVE INSIDE TRACK ON FUTURE PROJECTS.

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